



SENT VIA E-MAIL

M. A. BELNIAK
Key Account Manager
227-A South Street
Hopkinton, MA 01748
Phone: 508 435 8613
Fax: 508 435 8591
Voice Mail: 1-800-757-8255
ext. 67719

December 23, 1997

To: New York Metro R.O.U. #1210 (*for dissemination to appropriate Retail Rep & Sales Rep*)
Mark Gambardella, DM 1222
Dave Figueroa, RM 1222

Re: BJ's Wholesale Club #77 New!
1050 Palisades Center Drive
West Nyack, NY 10994
SIS # 795033

BJ's Wholesale Clubs has requested the assistance of all tobacco manufacturers prior to the *Grand Opening* of the referenced new Club opening.

The request is that on 1/5/98 at 8:00 AM, tobacco company representatives be present in order to merchandise and load allocated carton fixture space.

Your assistance in ensuring RJR personnel are present on 1/5/98, would be appreciated.

- * Plan-o-gram attached
- * Authorized Brands Attached

Sincerely,

Mike

M. A. Belniak

MAB/nsk

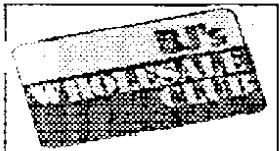
cc: Systems Coordinator, 1210

Sales	Retail
1221-5	1222
1222	1223
1223	1226
1224	1229
1225	ROM
1226	PC SC
1229	MC PA
1240	
1244	RSM RBM

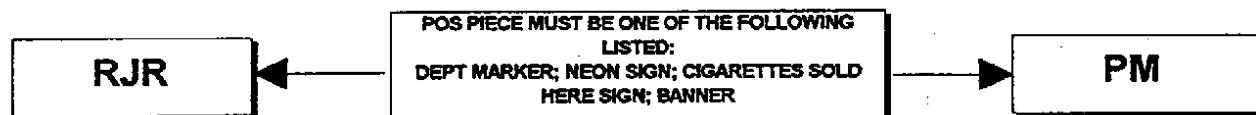
51850 6219

SISM31UI - M31 Standard Account Information 12/23/97 10:30 AM
SR 122105 Rt 999 Freq N99 RR _____ Rt _____ Freq _____
Account 795033 ----- PAYEE AND MAILING -----
Name BJ'S WHSLE CLUB #77 _____
Address1 1050 PALISADES CENTER DRIVE _____
Address2 (AT PALISADES CENTER) _____
City,St WEST NYACK NY 10994 _____
County 087 ROCKLAND Phone No _____
Retail Store no 77 Designation FAX No _____
SMS Delvry Addr Ind<?> 1-800 no _____
Type R (R,D,I,?) Segment<?> MC Print Group Seq Prop. Tax Group _____
Chain-Id 2515 00 00 BJ'S WHOLESALE CLUB Acct Groups _____
Corp <?> C Check Spec Hndng N (Y/N) Weekly SIS RJR Volume _____
WHOLESELLER VAP DPC WAM SIS IND Volume _____
Primary _____ AIM RJR Volume 0
Second. Supplier _____ AIM IND Volume 0
Tax-Id <?> Tax-Id Name _____
State Tax-Id _____ Tax-Id Type N (S=SS F=Fed-Id, E=Exempt, N=None)
Tax Flag Tax Jurisdiction NOTES _____
Next Account _____
Last change on 12-08-1997 at 15:37:01.3 by KERSHOW, NANN Next Function<?>:
Enter-PF1--PF2--PF3--PF4--PF5--PF6--PF7--PF8--PF9--PF10--PF11--PF12--
MENU HELP NEXT ADD ZOOM NEXT CHAIN M35 LGOFF
Enter New Information or overtype any changes

51850 6220



B.J.'S SERVICE CENTER PLAN-O-GRAM #4 20 FOOT CARTON RACK 5 SHELVES



RJR SIGN	RJR SIGN	RJR	PM	PM SIGN	PM SIGN
RJR	RJR	RJR	PM	PM PACKS PM PACKS	PM
RJR	RJR	RJR	PM	PM	PM
RJR	RJR	LORILLARD	PM	PM	PM
BAT	BAT	LORILLARD	LORILLARD	PM	PM
BAT	LIGGETT & MYERS	PM	PM	PM	PM

4 FT 12 WIDE 4 FT 12 WIDE 4 FT 12 WIDE 4 FT 12 WIDE 4 FT 12 WIDE

Denise A. Indelicato

ACCOUNT SIGNATURE / DATE

COMPANY	# ROWS	% ROWS
RJR	84	27%
PM	132	42%
PL	36	12%
BAT	36	12%
L&M	12	4%
CIGARS	12	4%
TOTAL	312	100%

51850 6221

ATTN: STEVE WILLIAMS
FAX: 508 651 6198

BJ'S WHOLESALE CLUBS
RJR AUTHORIZED BRANDS

CLUB # _____
CITY/ST. _____

BRAND STYLE	CODE #	# CTNS	BRAND STYLE	CODE #	# CTNS
BEST VALUE F 85 SP	240574		MORE F 120	241040	
BEST VALUE F 100	240578		MORE M 120	241059	
BEST VALUE LF 85 SP	240579		NOW F 85 SP	241156	
BEST VALUE L F 100	240581		NOW F 100 SP	241296	
BEST VALUE L M 100	240580		NOW M 100 SP	241318	
BEST VALUE UL F 100	240582		SALEM M 85 SP	241326	
CAMEL LTS F 100 SP	240621		SALEM M 100	241342	
CAMEL SPC L F 100 HP	240584		SALEM LT M 85	241350	
CAMEL NF 70	240583		SALEM LTS M 100 SP	241369	
CAMEL F 85 SP	240591		SALEM SLIM L M 100 BOX	241520	
CAMEL F 83 HP	240605		SALEM ULT LTS M 85	241423	
CAMEL WIDES F 79 HP	240643		SALEM ULT LTS M 100	241474	
KAMEL RED F 83 HP	240646		VANTAGE F 85	241571	
CAMEL M 83 BOX	240586		VANTAGE F 100	241628	
CAMEL LT F 85 SP	240613		VANTAGE ULT L F 83 BOX	241644	
CAMEL LT F 83 HP	240630		VANTAGE ULT L F 100 BOX	241725	
CAMEL WIDES L F 79 HP	240644		WINSTON BASE F 85 SP	241733	
CAMEL SPC L F 83 HP	240585		WINSTON SELECT F 85 SP	241820	
KAMEL RED L F 83 HP	240645		WINSTON BASE F 83 BOX	241750	
CAMEL L M 83 BOX	240587		WIN SEL F 83 BOX	241822	
DORAL F 85 SP	240729		WIN BASE F 100	241741	
DORAL F 83 BOX	325597		WIN BASE L F 85 SP	241768	
DORAL F 100 SP	240745		WIN SEL L F 85 SP	241818	
DORAL M 85 SP	240737		WINSTON BASE L F 83 BOX	241776	
DORAL M 83 BOX	325598		WINSTON SELECT L F 83 BOX	241819	
DORAL M 100	240753		WINSTON BASE LT F 100 SP	241784	
DORAL L F 85 SP	249579		WINSTON SELECT L F 100	241817	
DORAL L F 83 BOX	325619		WINSTON BASE L F 100 BOX	241792	
DORAL L F 100 SP	240702		WINSTON SELECT SL L F 100 BOX	241816	
DORAL L M 85	240699		WINSTON BASE UL LT F 85 SP	241806	
DORAL L M 100	240710		WINSTON BASE UL LT F 83 BOX	392545	
DORAL ULT F 85	240770		WINSTON BASE UL LT F 100 SP	241814	
DORAL ULT F 100	240796		WINSTON BASE UL LT F 100 BOX	392553	
DORAL FF BOX 100					
DORAL LT BOX 100					
MONARCH F 85 SP	241033				
MONARCH F 83 BOX	241027				
MONARCH F 100	241034				
MONARCH L F 85 SP	241035				
MONARCH L F 83 BOX	241028				
MONARCH L F 100	241036				
MONARCH L M 85	241038				
MONARCH L M 100	241037				
MONARCH ULT F 85	241029				
MONARCH ULT F 100	241030				
MONARCH NF 85	241031				
			TOTAL # CARTONS		

51850 6222

TOTAL # CARTONS

**BJ'S WHOLESALE CLUBS
RJR DISCONTINUED BRANDS**

12/23/97

BEST VALUE L M 85	
CAMEL ULT L F 85 SP	
CAMEL ULT L F 83 HP	
CAMEL ULT L F 100 HP	
CENTURY F 100 (25)	
CENTURY L F 85 (25)	
MAGNA F 85 SP	
MAGNA F 83 BOX	
MAGNA L F 83 BOX	
MONARCH M 100	
MORE LTS F 100 BOX	
MORE WHITE LT F 20	
MORE LTS M 100 BOX	
MORE WHITE LT M 120	
NOW M 85 SP	
SALEM GOLD M 83 BOX	
STERLING F 100	
STERLING L F 100	
STERLING L M 100 SP	

51850 6223